

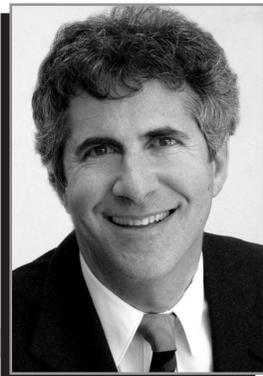
Stress & Resiliency Skills for the Tech Workforce

Also titled: "Martial Arts for the Mind"

Gain clarity of mind and an increased capacity to meet and overcome life's challenges. This training provides both physical and cognitive techniques to overcome the negative impacts of stress, and to increase our capacity to bounce back from adversity.

Navy Seals use these techniques to calm intense fear before combat. Actors and athletes use them to reduce stress during performance. Learn how to stop the stress response before it arises, and to find effective ways to release it once present. You'll learn how to:

- Manage challenging work situations with greater calm and clarity of mind
- Understand and communicate more effectively with difficult colleagues
- Dramatically reduce stress with simple meditation and relaxation techniques that can be done in just a few moments
- Achieve significant relief from chronic pain, high blood pressure, and insomnia, among many others
- Increase mental focus and productivity amidst 24/7 hyperconnectivity



David and Karen Gamow

David and Karen Gamow are two of the leading corporate stress and meditation trainers in the United States. They have personally trained over 30,000 people in these methods in a wide range of settings from high-tech to government. Their training has been an integral part of management development programs for NASA, SSA, and GE Healthcare. They have provided training for the military and UN peacekeeping support. The Gamows' presentations are consistently among the highest-rated trainings an organization provides its people. Authors of *Freedom from Stress*, their work has been featured in *Gannett News*, *Industry Week*, *Investor's Business Daily*, and *Money Magazine*.

"I work with hundreds of the finest trainers throughout the world, and your presentation is in the top 10% of what I've seen. You really motivate and change people. Your enthusiasm shines through what you do, and the effect is dramatic."

—Bob Cancelosi, Global Chief Learning Officer
GE Healthcare



"I highly recommend your training. These are critical skills for achieving our goals with greater clarity of mind, without losing our sense of humor or health along the way."

—Jeff Fanselow, Manager
Learning & Development, CBS Interactive



"Our employees include some of the country's finest research scientists, and they gave this program top ratings. It's a big plus that the program is based on clinical research and that people can experience the results of the techniques first-hand."

—Erin Smith, Training Coordinator,
Stanford Linear Accelerator Center

—Clients include—

NASA • Citrix • Yahoo!
Nokia • Juniper Networks
CBS • Genencor • Gilead
Altera • Hitachi • U.S. Army
Stanford Linear Accelerator
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GE Healthcare • SRI • Cisco



**CLARITY
SEMINARS**

www.clarityseminars.com
240 Monroe Drive, Suite 215
Mountain View, CA 94040

David & Karen Gamow
(650) 917-1186 • *david@clarityseminars.com*

Learning and behavioral objectives
Stress and resiliency training

1. Gain control over how you respond to others, especially in challenging situations.
2. Respond appropriately to interruptions, deadlines, and competing demands on time.
3. Gain mastery over your mind and emotions, so you can remain calm at the moment of conflict, and prevent situations from escalating.
4. Evaluate critical situations more clearly and impersonally.
5. Reduce the effects of negative emotions on decision-making.
6. Understand and communicate more effectively with difficult employees/colleagues.
7. Use breathing methods to increase mental focus, and reduce dependence on unhealthy methods of alleviating stress (anger, withdrawal, alcohol, caffeine, avoidance, etc.)
8. Achieve significant relief from insomnia high, blood pressure, pain, and other stress-related conditions that interfere with both productivity and on the job demeanor.
9. Enhance personal productivity. Focus the mind where you want it to go, \to achieve results more quickly and effectively.

Instructional strategy:

The training is a combination of lecture, experience of techniques, Q & A, and voluntary interaction between the instructor and participants. Participants experience exercises and ideas as observers/scientists, and are encouraged to test them for themselves, in the classroom. The lecture portion includes humor and motivational periods, and is characterized by participants as engaging and fast-paced. The program is both entertaining and challenging, with the often-achieved goal of a significant and dramatic shift in understanding and insight.

Course content:

The training consists of two approaches to stress: cognitive and physiological. The cognitive training culminates in a 4-step process developed at Harvard that helps participants break the cycle of responding to challenging situations in stressful or non-productive ways. Participants gain an understanding of the mind and its habitual, unconscious responses to external challenges, and also learn how to consciously choose a different response. To the extent that stress is a feeling of being out of control, stress is reduced as we gain mastery over our responses, even in small ways.

The second prong of the training is hands-on practice in a number of relaxation, breathing, and meditation techniques that are clinically proven to reduce stress and enhance mental focus. Participants are also trained to relax the body at will, relieve physical tension, and relieve or eliminate pain. Other benefits include reducing or eliminating insomnia, reducing blood pressure, and enhancing resilience.



David & Karen Gamow
Clarity Seminars
240 Monroe Drive, #215
Mountain View, CA 94040

Dear David & Karen,

Thanks so much for your recent trainings at our San Francisco and Fort Lauderdale offices.

The techniques and skills you share are very effective and beneficial. As you know, we work in a fast-paced, fast-changing business environment. I believe that these are critical skills for achieving our goals with greater clarity of mind, without losing our sense of humor or our health along the way.

The feedback I've received from the participants was equally positive and reiterates my comments above. While it has been some time now since I attended the pilot session you provided, I can add from my own personal experience that I am able to deal more effectively with difficult situations and people, as well as with my always substantial workload.

We have a savvy audience when it comes to training, having hosted some of the most noted speakers and authors in the country, and I heard from several participants that your presentation was one of the best they'd experienced.

I highly recommend your training. We look forward to bringing these benefits to more employees throughout the country this fall and in the future.

Sincerely,

A handwritten signature in black ink that reads "Jeff Faselow". The signature is fluid and cursive.

Jeff Faselow, Manager
Learning & Development
CBS Interactive



Dear Sir or Madam,

David and Karen Gamow of Clarity Seminars represent a rare breed of professionals who not only execute the “nuts and bolts” of their stress/personal management workshops flawlessly, but serve as trusted and valued growth partners to staff members throughout our organization. That’s because they quite literally practice what they preach — teaching timeless self management principles designed to help us reduce stress while gaining control of our work and personal lives, get more out of living in general, and have fun in the process. Moreover, they share lots of examples from their own careers, resulting in a rich and penetrating learning experience. Finally, they live their daily lives in harmony with their professional advocacy—they “walk the talk”.

They also just happen to be superb facilitators who deliver an inspiring and informative workshop that receives rave reviews throughout Yahoo! They make it a point to understand our business basics...objectives, strategies, execution plans, competitive activity... to help tailor their delivery to our unique needs They’ve been instrumental in successfully integrating new employees into the Yahoo! family, while helping raise everyone’s spirits when the going gets tough.

I wholeheartedly recommend David and Karen to you...they truly deliver a great workshop! I’m honored to have attended and sponsored them throughout Yahoo!

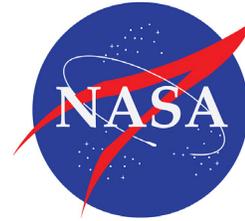
Sincerely

Phil Quigley
Yahoo!

Talent Development Manager
701 First Avenue
Sunnyvale, CA 94089



National Aeronautics and
Space Administration
Ames Research Center
Moffett Field, CA 94035-1000



Reply to Attn of: DQH:218-2

Karen & David Gamow
Clarity Seminars
240 Monroe Drive, Suite #215
Mountain View, CA 94040

Dear Karen & David,

I want to thank you for the exceptional job you did on the "Breaking the Stress Habit" course here at Ames today. It was even better than the first class, and that one was tremendously successful! Feedback on the evaluations from all participants has been so enthusiastic...8-10s on a scale to 10. Can't get much better than that. After the first class, one manager told me "It's the best thing I've ever taken at Ames," and he's been here almost 20 years.

I feel this is the best stress management program we've ever offered in my 20 years at the Center, and I'm thrilled that we have you on contract for two more classes before the end of the fiscal year. With the response as great as it has been (30 people signed up for the class today!) it's obvious there's a great need. I am confident that we can continue to offer our employees this practical training in life that provides effective tools they can work with, and not just a lot of talk.

People I've spoken with about the course have commented on feeling more focused, calm, and have experienced increased productivity that continued for weeks after the training. It's exciting to think that hundreds of employees will be trained in these life-affirming techniques all over Ames as we continue to offer this course. This could truly revolutionize Ames Research Center. At least, it will revolutionize many people's lives on a daily basis.

In the face of the constant uncertainty, reduction in force, budget cuts, and reorganization facing NASA, this course is exactly what everyone needs. I wish we could make it mandatory for all employees...Now that would be revolutionary! Please feel free to refer any potential clients in industry or government to me for a recommendation.

Sincerely,

A handwritten signature in black ink that reads "Miriam Glazer". The signature is written in a cursive, flowing style.

Miriam Glazer, MA,
MPH Health Programs Manager



Stanford University
Stanford Linear Accelerator Center
Operated for the U.S. Department of Energy by Stanford University

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Menlo Park, CA 94025
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(650) 926-4999 (fax)
E-mail: erin@slac.stanford.edu
Training Coordinator

David & Karen Gamow
240 Monroe Drive, Suite 215
Mountain View, CA 94040

Dear David and Karen,

Thanks to both of you for another superb session today! Your program has proven to be popular here. As always, we are receiving wonderful feedback.

A stream of people leaving the classroom thanked us personally, saying that this was the most beneficial training they ever attended. Typical of the comments we received was this enthusiastic evaluation: "Two thumbs up! This is a workshop not to be missed. It will change your life!" We pride ourselves on offering practical training to our people, so this is saying something, indeed.

Our employees are an extremely intelligent group of people, including some of the country's finest research scientists, and they gave this program top ratings. It's a big plus that the program is based on clinical research and that people can experience the results of the techniques first-hand. Even our traditional skeptics were won over.

We're very pleased to provide this training to our employees, and plan to have you back again soon. This program is very much needed, and it works.

Sincerely,

A handwritten signature in black ink, appearing to read 'Erin M. Smith'.

Erin M. Smith
Training Coordinator



Western States Affiliate
1710 Gilbreth Road
Burlingame, CA 94010
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Fax 650 259 6891
www.heart.org

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David and Karen Gamow
Clarity Seminars
240 Monroe Drive, #215
Mountain View, CA 94040

Dear David and Karen:

Thank you for presenting at our Western States Affiliate's Executive Team annual planning session in July. What a pleasure it was to learn from the two of you and benefit from the concepts and techniques you have mastered in effectively managing stress. The feedback on your session has been very positive and, as one of our tenured senior staff members shared, this was the best session she has participated in during her 20 years in terms of personal and professional impact.

There was spirited audience participation, which we very much appreciated. I also appreciated how willing you were to help our people gain insights, and to patiently listen to and answer their questions.

We have been working on accelerating progress in shaping an even greater level of personal and shared accountability aligned with the results we are committed to achieving as an organization. We know that we have the talent, desire and capabilities across our organization. What we were most hoping to gain from your session was what you provided us — the critical dimension of *how* to actually make the kinds of personal changes we need to become more effective managers and leaders. It was perfect for equipping our team with the hands-on tools for gaining greater control over our reactive process and how to choose appropriate responses when under high levels of stress. You provided helpful insights into how to bring the best out of ourselves — and our staff and volunteers. Many people commented to me afterward that this was something they very much appreciated and that it came at just the right time for us.

You were a pleasure to work with as presenters. With a last minute room re-arrangement, you were calm and cheerful, and put me at ease. It was a happy sign that you practice what you preach. I highly recommend this training for any group serious about helping their managers become better leaders. These are essential tools for work, and for life.

Sincerely,

A handwritten signature in black ink, appearing to read "Sheree Chiang", written over a light yellow rectangular background.

Sheree Chiang
Senior Vice President, Human Resources



Hyatt Sainte Claire
Downtown San Jose
302 S. Market Street
San Jose, CA 95113 USA

Telephone: 408.298.1234
Fax: 408.977.0403

David and Karen Gamow
Clarity Seminars
240 Monroe Drive, #215
Mountain View, CA 94040

Dear David and Karen,

I just wanted to thank you for your excellent training. It was riveting and highly motivational. In fact, it was the best stress-management program we've ever offered. Most programs are heavy on theory and talk, and light on practical tools. Yours was just the opposite. Your training was much more than stress-management. The skills you gave our managers will enable them to communicate much more sensitively with others, and to better manage their teams.

Your program is ideal for helping us retain our valuable managers, and save them from burnout or job dissatisfaction. It provided our people with invaluable skills to manage their workloads and their staff effectively. Thank you for helping us communicate our support for our managers' personal and professional development.

I recommend your training highly.

Sincerely,

A handwritten signature in blue ink, appearing to read "M. Hyde".

Mark W. Hyde
Hyatt San Jose
Director of Human Resources



Dionex Corporation
1228 Titan Way
P.O. Box 3603
Sunnyvale, CA 94088-3603
408 737 0700
Fax 408 730 9403

David & Karen Gamow
Clarity Seminars
240 Monroe Drive, Suite 215
Mountain View, CA 94040

Dear David and Karen,

Thank you for bringing your training to our managers. I'm happy to report that the feedback has been very positive. For weeks afterwards, we've been hearing participants talking about the things they learned and how they are applying them. Our director received an earful; everyone trooped off to his office to say how great the program was.

It is rare to find a training program that is both personally rewarding for attendees and directly beneficial to the company as well. I believe we will have better managers and employees as a result of your work.

Your class included people from many diverse cultural backgrounds and from many scientific fields. I was surprised and pleased how highly your program was rated, especially by scientists who are traditionally a tough audience to please. It helps that your program is scientifically based, and that participants can personally experience the benefits of the techniques immediately in the classroom, as well as afterwards on their own.

One of my staff has been going through a long and challenging time with illness in her family. She's reported a dramatic improvement in her ability to handle difficult interactions with others. I know many others have benefited personally and professionally.

I highly recommend this training. It's an excellent investment in our people—something that improves their performance on the job, and in life. We plan to have you back again, soon.

Sincerely,

A handwritten signature in black ink that reads 'Toni Smith'.

Toni Smith, Director
Human Resources
Dionex Corporation



INFORMATION TECHNOLOGY SERVICES (ITS)
THE UNIVERSITY OF TEXAS AT AUSTIN

Austin, Texas 78712-1110, G2700 • (512) 475-9300 • FAX (512) 475-9282 • e-mail: its@utexas.edu

Clarity Seminars
240 Monroe Drive, #215
Mountain View, CA 94040

David and Karen:

Thank you for bringing your training to our hard-working staff. We have been interested in providing meaningful stress management help to our staff for a long time, and had not found a program that we felt would be effective.

We found yours to be different. It includes simple exercises and tools that people learn in class and can do easily on their own. When I returned to my desk after the training, I found that I was more focused and relaxed than I had been in a long time. In fact, I was extremely productive that afternoon, more than usual. I was interrupted numerous times, but was able to handle people quickly and kindly and return to work focused and relaxed.

We initially brought you in for two training sessions for our management. Afterwards, they felt strongly their staff would benefit also. We scheduled four more training sessions for our staff and they were very well-received. Several months later, people are still talking about the benefits and practicing the exercises and the ideas they learned. Given the pressures on IT to perform, this is an enormous help with our focus, perspective, and productivity.

Your program is very effective and powerful. I highly recommend it. It was a pleasure to meet and work with you both and I hope our paths cross again soon.

Sincerely,

Melissa DeVore, PHR
Assistant Director
The University of Texas at Austin

Information Technology Services
Infrastructure, Innovation, Integrity

(received by email)

Additional Testimonials

“Our employees include some of the country’s finest research scientists, and they gave this program top ratings. It’s a big plus that the program is based on clinical research and that people can experience the results of the techniques first-hand. Even our traditional skeptics were won over.”

—*Erin M. Shatara, Training Coordinator
Stanford Linear Accelerator*

“A+. This program provided tremendous new insight in how to recognize and eliminate stress. Life will improve if you practice the techniques learned today. I know I will.”

—*Mark McDonald, former President
Hitachi Instruments*

“A few days after your class, something happened that caused a tremendous amount of stress in me. I was literally fuming while driving home. So I started doing the exercises right then and there, in the car. By the time I got home, I felt completely free of anger. In fact, I felt like I’d taken a valium. I am stunned how effective these techniques are.”

—*T.S., Microsoft*

“Frankly, we have not had much success with previous stress management trainers. But your program has been markedly different. You’ve done more than a dozen highly successful training sessions so far for us. We are glad to have found you.”

—*Jennifer Parker, Training Coordinator
Wilson Sonsini Goodrich & Rosati*

“We all are in agreement that this is one of the best training sessions anyone of us have taken at Stanford (or anywhere else, for that matter).”

—*David Silberman, Director, Health & Safety
Programs, Stanford School of Medicine*

“One of our senior VPs was dominating and brusque with subordinates and clients. But he was invaluable to the company. We allowed it to continue for too long. But finally, we told him his job depended on improving these behaviors, and we required him to take your training. I am happy to report that he is practicing the exercises every day, and we see real improvement. He is communicating more sensitively with colleagues.”

—*HR director (Anonymous)*

“I highly recommend this training. It’s an excellent investment in our people—something that improves their performance on the job, and in life.”

—*Toni Smith, Human Resources Manager, Dionex*

“This training program was helpful, not only in terms of how to deal with people who stress you out, but especially on how you handle yourself, so you don’t let the slings, arrows, and other misfortunes that others may sling your way get you down. It was rather liberating, in fact.”

—*John Lom, Deputy Chief Counsel, TTB
Department of the Treasury*

“David Gamow and his wife, Karen, have trained thousands of people in the high-stress world of Silicon Valley. It’s not surprising that companies are discovering the benefits of meditation in helping their work forces to better handle stress, and many are offering stress reduction and meditation seminars.”

—*Investor’s Business Daily*

“This is the best stress management program we’ve ever offered in my 20 years at NASA.”

—*Miriam Glazer, Programs Director
NASA-Ames Research Center*

“David and Karen represent a rare breed of professionals who practice what they preach – teaching timeless self management principles designed to help us reduce stress while gaining control of our work and personal lives.”

—*Phil Quigley, Talent Development Manager, Yahoo!*

“We’ve had 6 training sessions with you, and several months later, people are still talking about the benefits. Given the pressures on IT to perform, this is an enormous help with our productivity. Your program is very effective and powerful. I highly recommend it.”

—*Melissa DeVore, Assistant Director, Information
Technology Services, University of Texas at Austin*

“I have felt noticeably more relaxed, focused, and effective at work.”

—*Teresa A., Manager, Yahoo*

“People owe it to themselves, their co-workers, and their loved ones to acquire these skills. Practicing them would transform any workplace — and people’s lives — for the better.”

—*Pam Delnevo, Training and Development
Morrison & Foerster (law firm)*



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Course outline

*This outline is for a complete 3.5 hour training.
The course can be taught in a shorter period, but this is the
most effective length for retention and participation.*

- 0:00-1:20** **Part 1: Physiology**
Brief overview
Scientific research on stress, and benefits of what participants will learn today
Guided practice session
Q & A on techniques
- 1:20-1:30* *Break*
- 1:30-2:35** **Part 2: Cognitive skills for resiliency: Self-mastery in daily life**
Commonly held perceptions that dramatically increase negative responses,
 such as anger, fear, or stress
Becoming aware of habitual reactions that derail our effectiveness
Learning to step back: how to move into seeing the bigger picture before reaction
A 4-step process developed by a Harvard M.D. for learning how to choose
 our responses consciously, even under high-stress conditions.
Exploring real-life applications in work and life
(voluntary classroom participation, not role-play)
- 2:35-2:45* *Break*
- 2:45-3:20** **Part 3: Physiology**
Guided practice session
 (two additional techniques, and full-practice, shortened version)
Detailed: cognitive and physiological benefits of each of the techniques
- 3:20-3:30** **Closing**
Closing Q & A/Evaluations

Handouts: *Clinical research*
Guided breathing, relaxation, and meditation techniques (CD)
Benefits and applications of techniques
In the heat of battle: cognitive skills for self-mastery under pressure



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Fee Schedule

3.5 hour seminar	\$2,400	San Francisco Bay Area
Price is significantly less if we are already in your area training. Please call for details.	\$4,200	West Coast or AZ
	\$5,700	Midwest
	\$6,400	East Coast

Price is all-inclusive: includes 2 trainers, travel (air, hotel, car) and materials

Additional notes:

Recommended maximum is 35 participants.

More people can be included if needed.

Shorter program lengths are possible; pricing is the same.